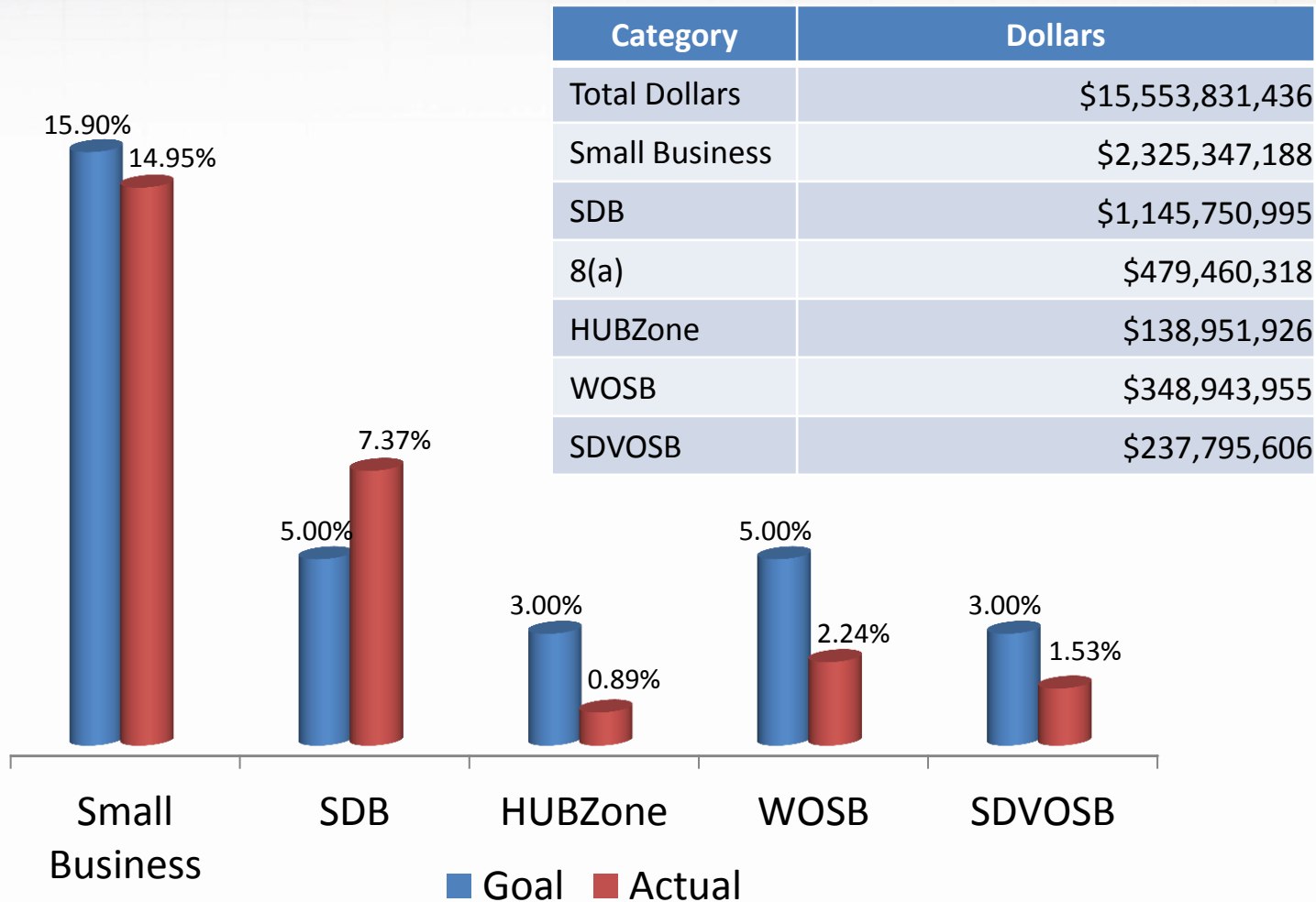




Office of **SMALL BUSINESS PROGRAMS**
23rd Annual JPL High-Tech Conference: NASA Open Forum
Glenn A. Delgado
Associate Administrator

NASA Agency FY10 Prime Goals vs. Actual Percentages as of January 31, 2010

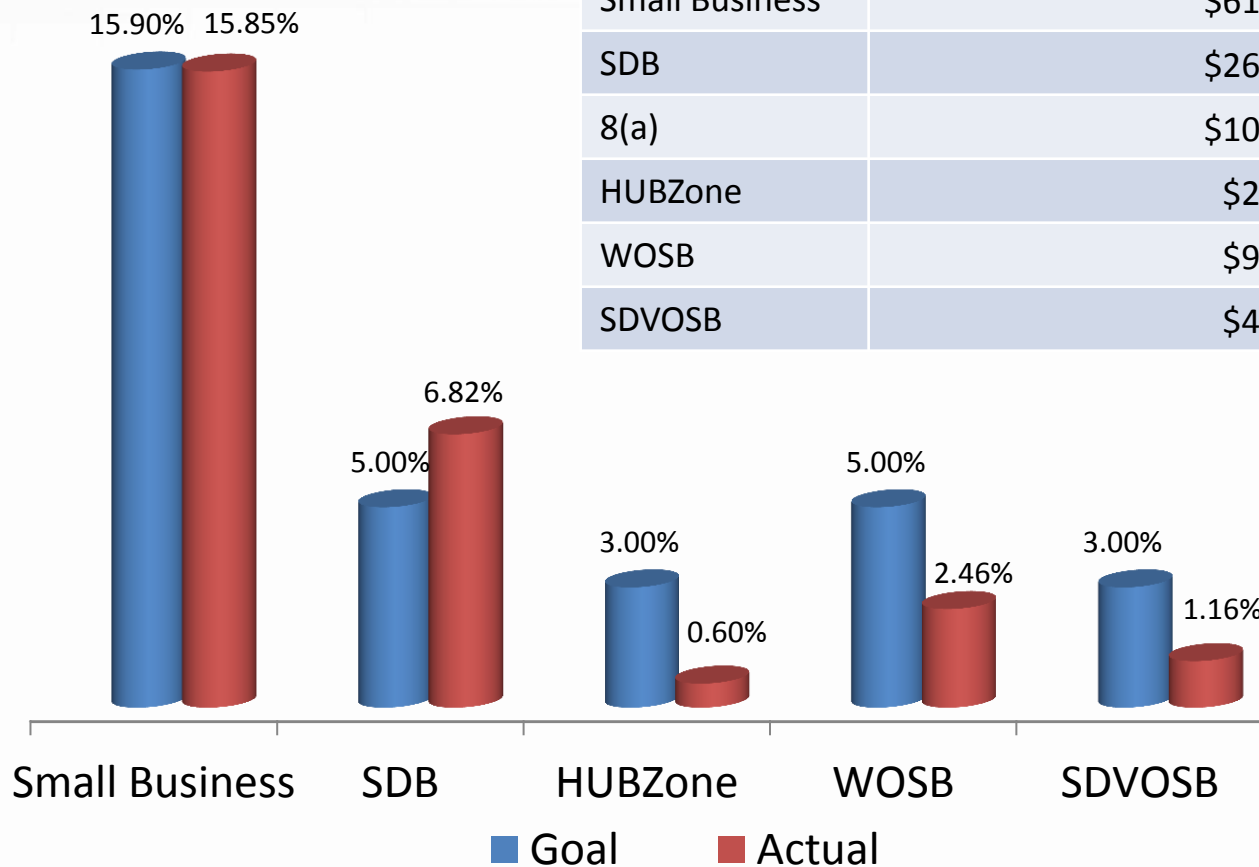
Data generated February 8, 2011 from FPDS-NG



Category	Dollars
Total Dollars	\$15,553,831,436
Small Business	\$2,325,347,188
SDB	\$1,145,750,995
8(a)	\$479,460,318
HUBZone	\$138,951,926
WOSB	\$348,943,955
SDVOSB	\$237,795,606

NASA Agency FY11 Prime Goals vs. Actual Percentages as of January 31, 2010

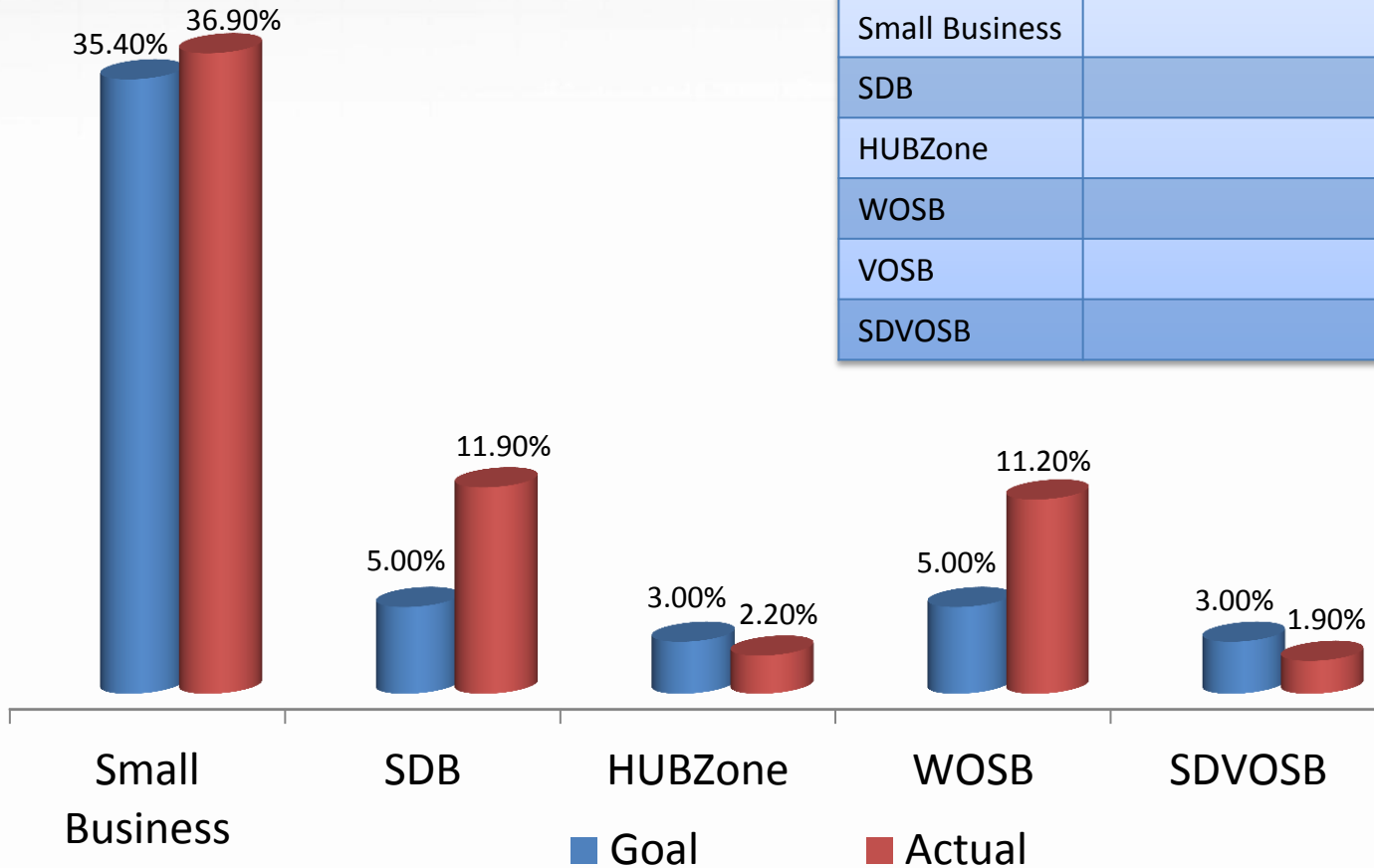
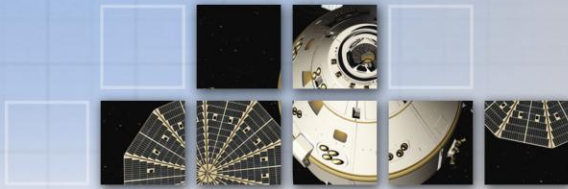
Data generated February 8, 2011 from FPDS-NG



Category	Dollars
Total Dollars	\$3,859,082,934
Small Business	\$611,570,342
SDB	\$263,023,036
8(a)	\$104,373,002
HUBZone	\$23,036,728
WOSB	\$94,784,410
SDVOSB	\$44,935,123

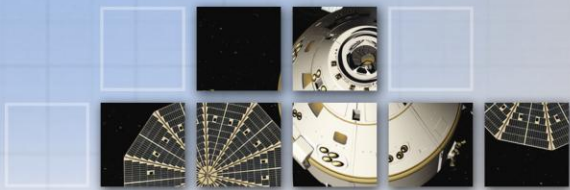
NASA FY 10 Subcontracting Goals vs. Actual Percentages End of Year

Data generated January 26, 2011 from eSRS



Category	Dollars
Total Dollars	\$5,312,127,528
Small Business	\$1,959,890,851
SDB	\$629,864,833
HUBZone	\$115,593,516
WOSB	\$597,539,099
VOSB	\$215,043,306
SDVOSB	\$101,999,718

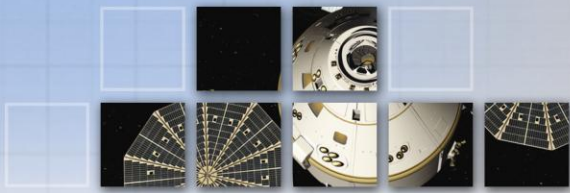




Prime Dollars and Actions Metrics

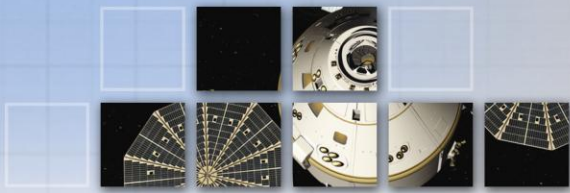
Actions				
	FY-09	FY-10	Action Variance	% Variance
Total Actions	32,049	34,285	2,236	6.98%
SB	16,189	17,774	1,585	9.79%
SDB	5,765	6,034	269	4.67%
HUBZone	842	1,007	165	19.60%
WOSB	2,616	3,393	777	29.70%
SDVOSB	556	616	60	10.79%

Dollars					
	FY-09	FY-09%	FY-10	FY-10%	Dollar Variance
Total Spend	\$ 14,640,440,447		\$ 15,553,806,463		\$ 913,366,016
SB	\$ 2,207,984,204	15.08%	\$ 2,280,322,895	14.66%	\$ 72,338,691
SDB	\$ 1,180,549,113	8.06%	\$ 1,092,833,276	7.03%	\$ (87,715,837)
HUBZone	\$ 106,865,977	0.73%	\$ 134,759,274	0.87%	\$ 27,893,297
WOSB	\$ 347,475,952	2.37%	\$ 348,709,931	2.24%	\$ 1,233,979
SDVOSB	\$ 207,638,254	1.42%	\$ 237,282,607	1.53%	\$ 29,644,353



- Meeting at White House - Jan 10, 2011
 - NASA, DOD, DOE, HHS, VA, GSA , DHS
 - ✓ Attended by NASA Administrator and Associate Administrator Office of Small Business Programs
 - ✓ Report on Agency statistics
 - ✓ Things we do well
 - Training
 - ✓ Obstacle(s) to the program
 - Finding the “right” small businesses for our missions

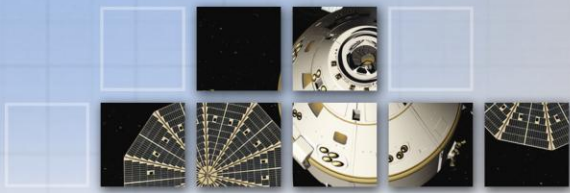




- Bi-weekly Conference Call
 - Quarterly White House meeting

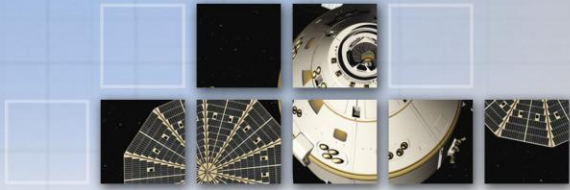
- Mandatory Outreach Events
 - Two (2) events to be completed NLT 15 April and 20 May 2011
 - Must have
 - ✓ Administrator or Deputy MUST present/speak
 - ✓ Contact Mayor of City
 - ✓ Congressional attendance
 - ✓ Match-making





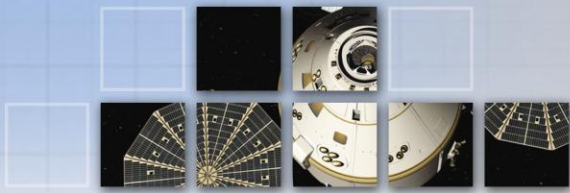
- OMB Administrator Memo, Follow-up Actions from the January 10, 2011 Meeting Concerning Small Business Procurement
- NASA Administrator to write letter to agency workforce addressing the importance of the NASA small business
- List of all upcoming agency outreach on FedBizOpps
- Take concerted steps to increase the percentage of dollars to small business under GSA Schedule
- Evaluate the impact on small business caused by in sourcing





- SBA revised the WOSB contracting program with the aim of expanding federal contracting opportunities for WOSB
- Authorizes CO's to set aside certain federal contracts for eligible:
 - WOSBs
 - Economically disadvantaged women-owned small businesses (EDWOSBs)
- Applies ONLY to Prime Contracts; in 83 eligible NAICS codes
- Rule became effective in SBA's regulations on February 4, 2011
- Issues
 - Updating the FAR
 - No Third Party Certifiers approved yet
 - Changing Parity
 - The CCR and ORCA system updates to accommodate EDWOSB's still ongoing, expected to be completed in April 2011
 - Contracting Officers certifying WOSB repository data
 - Businesses updating WOSB NAICs in CCR

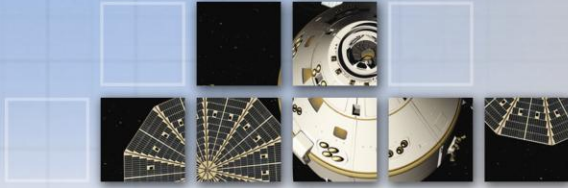




- Joint initiative by OSBP and Office of Procurement
 - Signed out on February 8, 2011
- Goal is to improve the NASA Small Business Scorecard Grade and reduce costs
- Centers are Challenged to Identify Requirements that are candidates for Small Business Awards
 - Total set-aside
 - Break out portions of the requirement
- Centers should look for contracts that have a “Pass-through”
- Centers must submit proposed opportunities to the Office of Procurement by March 15, 2011

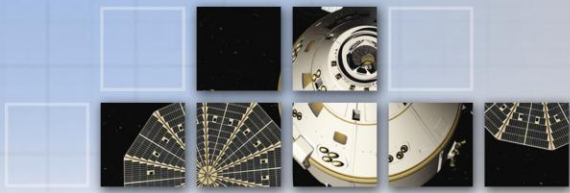


Synopsis of HR 5297 Small Business Contracting Section



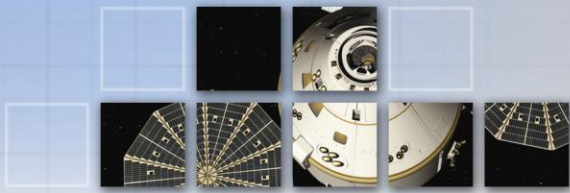
- Contracting Parity – Provides parity among 8(a), SDVOSB, HUBZone and WOSB
 - ✓ Proposed rule expected to be published in Fed Biz Ops next week
- Mentor Protégé – Directs Comptroller General (COMPGEN) to study program and expands program to all SB subcategories
- Contracting Goals Reports - Goals reports will now be submitted to the President and Congress
 - ✓ White House meeting on January 10, 2011
 - ✓ Valerie Jarrett – Karen Mills, and Dan Gordon
 - ✓ Seven (7) Top agencies
 - DoD, DHS, VA, HHS, DOE, NASA, and GSA






- Contract Bundling – Tightens the requirements
- Subcontracting establishes a number of rules aimed at protecting the interests of subcontractors
- Multiple Awards – Allows for reservation of requirements for small businesses
- Micro Purchase Guidelines – Gives visibility into PC buys
- Repeal of the Small Business Competitive Demonstration Program
 - ✓ 30 Billion in new opportunities in construction
 - ✓ 100 Billion under all NAIS under programs
- Size Standards and Status Integrity - Requires SBA to update size standards



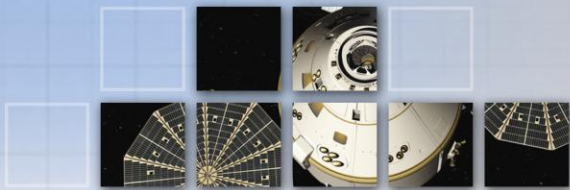


- To acknowledge NASA Centers that met all of their Prime Socio-economic goals for the previous fiscal year.

	Fiscal Year 2010
	NASA Dryden Flight Research Center
	NASA Kennedy Space Center
	NASA Marshall Space Flight Center
	NASA Stennis Space Center



Top 10 NASA Contractors



Rank	Company	Awards in FY 2010 (Dollars in millions)	Percent
1	Lockheed Martin Corporation	\$1,844.7	11.52%
2	United Space Alliance, LLC	\$1,796.4	11.21%
3	The Boeing Company	\$645.2	4.03%
4	Pratt & Whitney Rocketdyne, Inc	\$478.0	2.98%
5	Jacobs Technology, Inc	\$432.0	2.70%
6	ATK Launch Systems, Inc	\$399.3	2.49%
7	Jacobs Technology, Inc	\$376.5	2.35%
8	United Launch Services, LLC	\$295.9	1.85%
9	Honeywell Technology Solutions, Inc	\$248.5	1.55%
10	Norththrop Grumman Space and & Mission Systems	\$244.3	1.53%



OSBP
Website

- + NASA Home
- + NASA HQ
- + I&M
- + OSBP Home

OSBP Home

+ VISION & MISSION FOR SMALL
BUSINESS

+ AA'S BIO

+ SMALL BUSINESS PROGRAMS

+ NASA MENTOR-PROTÉGÉ
PROGRAM (MPP)

+ ABOUT NASA CENTERS

+ DOING BUSINESS WITH NASA

+ NASA VENDOR DATABASE

+ NASA SMALL BUSINESS
AWARDS

+ OSBP NEWSLETTER

+ NASA CENTER CONTACTS

+ NASA OUTREACH AND
EVENTSNASA OFFICE OF
SMALL BUSINESS PROGRAMS

Welcome to our Web site

The Office of Small Business Programs (OSBP) at NASA Headquarters is responsible for the development and management of NASA programs that assist all categories of small business.



Glenn A. Delgado

+ View Biography

Welcome to NASA
Office of Small Business Programs

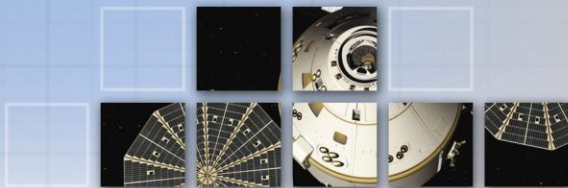
Greetings and welcome to the NASA Office of Small Business Programs (OSBP) Web site. NASA is committed to providing all categories of small businesses an opportunity to participate in both NASA prime contracts and subcontracts. To do this we need to ensure that the lines of communication are open and effective. This Web site is key to that open communication.

Glenn A. Delgado
Associate Administrator
Office of Small Business Programs



NASA/JPL 23rd Annual High-Tech Conference





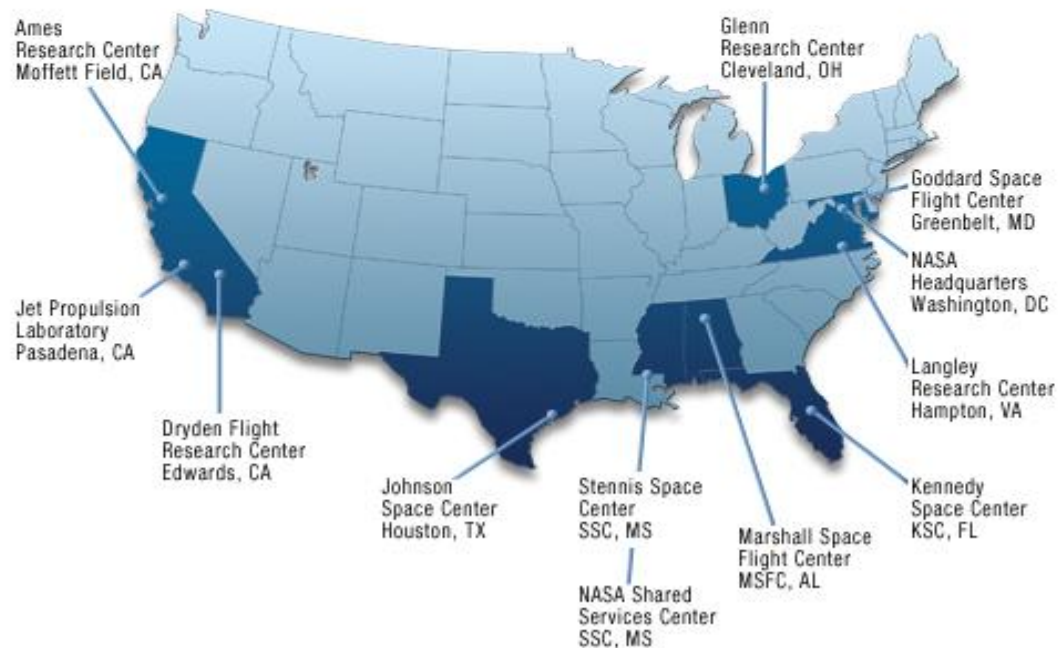
- + NASA Home
- + NASA HQ
- + I&M
- + OSBP Home

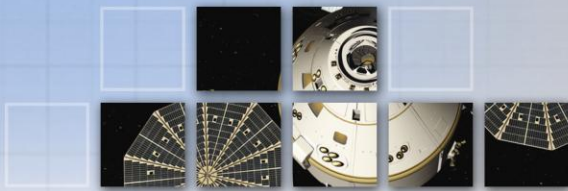
About NASA Centers

- + VISION & MISSION
- + AA'S BIO
- + SMALL BUSINESS PROGRAMS
- + NASA MENTOR-PROTÉGÉ PROGRAM (MPP)
- ABOUT NASA CENTERS
- + DOING BUSINESS WITH NASA
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- + NASA OUTREACH AND EVENTS

NASA OFFICE OF SMALL BUSINESS PROGRAMS

About NASA Centers





Marshall Space Flight Center's Top NAICS Codes

6 digit NAICS Code (Description)

541330 (ENGINEERING SERVICES)

541710 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES)

541614 (PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES)

541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))

561210 (FACILITIES SUPPORT SERVICES)

236210 (INDUSTRIAL BUILDING CONSTRUCTION)

236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)

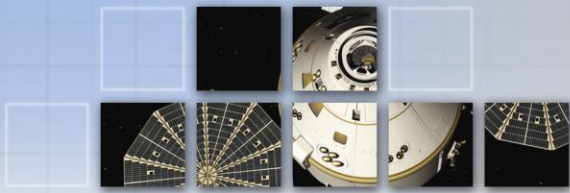
336415 (GUIDED MISSILE AND SPACE VEHICLE PROPULSION UNIT AND PROPULSION UNIT PARTS MANUFACTURING)

927110 (SPACE RESEARCH AND TECHNOLOGY)

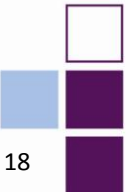
541990 (ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)

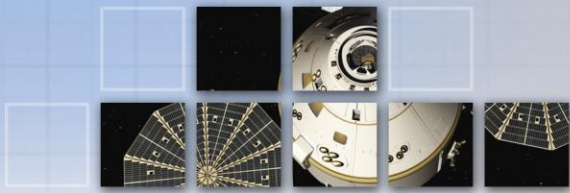


NASA Small Business Specialists (SBS)



Ames Research Center (ARC)	Lupe Velasquez	(650) 604-4522	lupe.m.velasquez@nasa.gov
Dryden Flight Research Center (DFRC)	Robert Medina	(661) 276-3343	robert.medina-1@nasa.gov
Glenn Research Center (GRC)	Teresa Monaco	(216) 433-8293	teresa.l.monaco@nasa.gov
Goddard Space Flight Center (GSFC) and HQ Acquisition Branch	Gilberto DelValle	(301) 286-8136	gilberto.delvalle-1@nasa.gov
Jet Propulsion Laboratory (JPL)	Stuart Imai	(818) 354-2070	stuart.t.imai@jpl.nasa.gov
Johnson Space Center (JSC)	Charles Williams	(281) 483-5933	charles.t.williams@nasa.gov
Kennedy Space Center (KSC)	Larry Third	(321) 867-7357	larry.m.third@nasa.gov
Langley Research Center (LaRC)	Randy Manning	(757) 864-6074	randy.a.manning@nasa.gov
Marshall Space Flight Center (MSFC)	David Brock	(256) 544-0267	david.e.brock@nasa.gov
NASA Management Office -JPL	Angel Castillo	(818) 354-1585	angel.a.castillo@jpl.nasa.gov
NASA Shared Services Center (NSSC)	John Cecconi	(228) 813-6810	john.a.cecconi@nasa.gov
Stennis Space Center (SSC)	Michelle Stracener	(228) 688-1720	michelle.m.stracener@nasa.gov



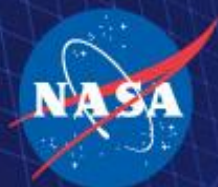


- Start with Small Business Specialist (SBS) for all Federal agencies
 - ✓ Build relationships 18 to 24 months in advance
 - ✓ Be persistent but not a Stalker
- Respond to Sources Sought Synopses / Request for Information
- Use Trade Associations
 - ✓ National Federal Contractors Association
 - Solutions Summit Series
 - Size Standards – March 4, 2011;
 - Subcontracting – June/June 2011;
 - Bundling – September/October 2011
 - ✓ U.S. Hispanic Chamber of Commerce
 - 2011 Legislative Summit - March 30, 2011
- Recurring Buys
- NASA Acquisition Internet Services <http://prod.nais.nasa.gov>



National Aeronautics
and Space Administration

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NASA Vendor Database

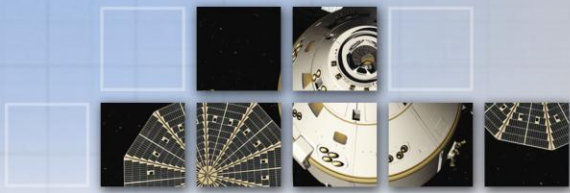
Username:

Password:

Login

[Forgotten Your Password?](#)

This US Government computer is for authorized users only. By accessing this system you are consenting to complete monitoring with no expectation of privacy. Unauthorized access or use may subject you to disciplinary action and criminal prosecution.

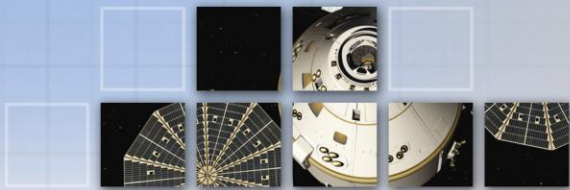


- Launched Nov 17th
- Goal is to track all Vendors interested in doing business with NASA
- Market research by Procurement / Technical / Program personnel
- Benefits
 - ✓ Consolidate every Center's data base into one
 - ✓ Open to all NASA employees for market research
 - ✓ E-mail capability to vendors for RFI, draft RFPs, Sources Sought Notices
 - ✓ Vendors can post capability briefs in any format
 - ✓ Company info from Central Contractor Registration flows directly into our database
 - ✓ Database is refreshed each year by contacting vendors automatically
 - ✓ Vendors can receive e-mails from SBS
 - ✓ Training given to the Center SBS's in Jan 10

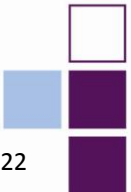


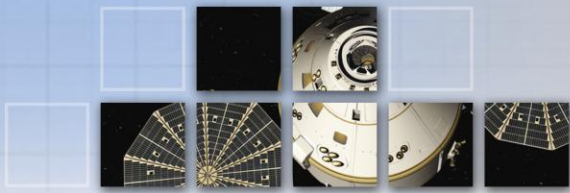
New Standard Clauses – Section L

WBS work to SB Subs



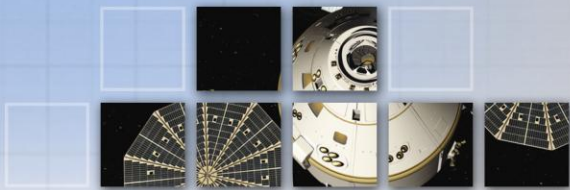
Name of Subcontractor (NAICS for work being performed by subcontractors)	DUNS Number, and/or CAGE Code	Type of Business (SB, SDB, WOSB, HBZ, VO, SDVOSB)	Hours proposed	Hours as percentage of total effort	PWS Paragraph to be performed	Percentage of work subcontracted out by this contractor to other than small businesses
XYZ Corp. (811212)	01345 DUNS 123456789	SB, SDB	19,000	1.18%	3.1.1, 3.1.2 3.1.3.1, 3.1.3.2	
Acme Ltd. (541519)		SB	320,000	20.00%	3.1.3, 3.1.4	
Smith, Jones and Assoc. (541512)		SB, SDB, HBZ	85,000	5.31%	3.1.4	
ABC Co. (334111)		SB, VOSB, SDVOSB	264,000	16.50%	3.1.5	
Triple A Inc. (541511)		SB, SDB	83,000	5.19%	3.1.9	





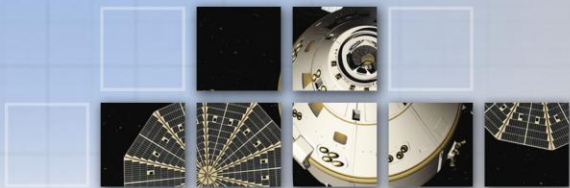
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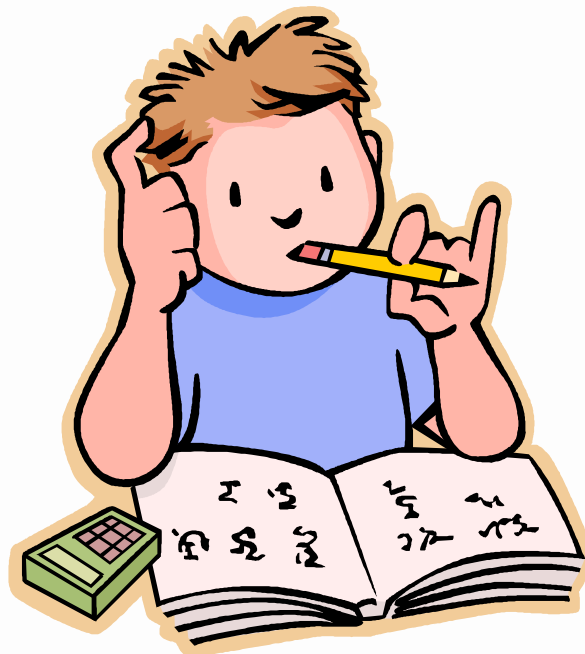


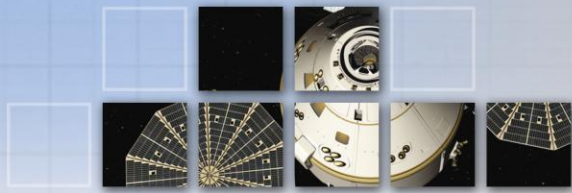
- OSDBU – Office of Small & Disadvantaged Business Utilization:
<http://www.osdbu.gov>
- SBA – Locate your local SBA Office: <http://www.sba.gov/>
- PTAC – Procurement Technical Assistance Center:
<http://www.sellingtothegovernment.net>
- SBDC – Small Business Development Center: <http://www.sba.gov/sbdc/>





Home work always comes before success in the dictionary & Small Business Procurement!





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300 E Street, SW
Washington, DC 20546

Tel: (202) 358-2088

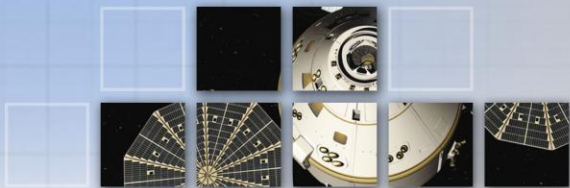
Fax: (202) 358-3261

E-mail: smallbusiness@nasa.gov

Website: www.osbp.nasa.gov

NASA Vendor Database: <https://vendors.nvdb.nasa.gov>





Questions?

